

Message Text

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PAGE 01 JOHANN 00773 031252Z

44

ACTION AF-06

INFO OCT-01 ISO-00 EB-07 /014 W

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P R 031058Z JUN 75

FM AMCONSUL JOHANNESBURG

TO USDOC WASHDC PRIORITY

INFO AMEMBASSY PRETORIA

AMCONSUL CAPE TOWN

AMCONSUL DURBAN

SECSTATE WASHDC 3930

UNCLAS JOHANNESBURG 773

E.O. 11652: N/A

TAGS: BBSR, BEXP, SF

SUBJECT: GLOBAL MARKET RESEARCH: ELECTRIC ENERGY SYSTEMS

REF: JOHANNESBURG 764

1. BID FROM MIDDLE WEST SERVICE COMPANY (PTY) LTD, (MWSC) RECEIVED LATE MONDAY, JUNE 2. COPIES OF FORMAL PROPOSAL SENT VIA REGISTERED INTERNATIONAL AIR MAIL AND VIA AIR POUCH ON JUNE 3, PER INSTRUCTIONS.

2. MWSC PROPOSAL DOES NOT MEET USDOC'S SPECIFICATIONS BUT IS MADE ON A QUOTE BEST EFFORTS END QUOTE BASIS WITH A BID PRICE NOT EXCEEDING US\$7,500, YET NOT REPEAT NOT INCLUDING COSTS FOR TRAVEL, COMMUNICATION, AND REPORT PREPARATION. MWSC STATES THAT A STUDY IN FULL COMPLIANCE WITH THE SPECIFICATIONS WOULD REQUIRE A BUDGET SEVERAL TIMES THE SIZE OF MWSC'S BID.

3. OF NTEREST TO USDOC ARE SEVERAL POINTS RAISED BY MWSC. THE FIRM QUESTINS THE APPROPRIATNESS OF THE SURVEY IN VIEW OF THE ALLEGED SAG DIRECTIVE TO QUOTE BUY FRENCH END QUOTE. MWSC POINTS OUT THE ROLE OF FINANCING AND CRDIITS AS THEY AFFECT PURCHASING DECISION. MWSC COULD NOT PROCEED WITHOUT ESCOM'S COOPERATION. THE FORMAT REQUIREMENTS OF APPENDIX E, TABLE 1 COULD NOT BE MET.

4. CONGEN FEELS MWSC'S BID SHOULD NOT BE CONSIDERED AS IT IS CLEARLY DEFICIENT. OUR DEFINITIVE RECOMMENDATION IS THAT UNCLASSIFIED

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PAGE 02 JOHANN 00773 031252Z

THE CONTRACT AWARD SHOULD GO TO DEVELOPMENT AND

MARKETING (PTY) LTD., PER REFTEL.
GUTHRIE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 03 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975JOHANN00773
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750193-0586
From: JOHANNESBURG
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750687/aaaadbji.tel
Line Count: 63
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AF
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 JOHANNESBURG 764
Review Action: RELEASED, APPROVED
Review Authority: greenet
Review Comment: n/a
Review Content Flags:
Review Date: 12 FEB 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <12 FEB 2003 by PhilliR0>; APPROVED <22 JAN 2004 by greenet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GLOBAL MARKET RESEARCH: ELECTRIC ENERGY SYSTEMS
TAGS: BBSR, BEXP, SF
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006